

PRESIDENT WILSON HAS THIRD GRANDCHILD NOW

Daughter Is Born to Mr. and Mrs. Sayre in a Philadelphia Hospital.

PHILADELPHIA, Pa., March 27.—A third grandchild, a girl, has been born to President Wilson. The child is the daughter of Mr. and Mrs. Francis Bowes Sayre of Williamstown, Mass., and was born in the Jefferson Hospital early yesterday. The baby, it is said, will be named Eleanor. The first Mrs. Wilson, after her grandmother, the first Mrs. Wilson.

wired their congratulations, and it is expected that Mr. Wilson will make a visit here this week to see his daughter and the new baby.

Dr. Edward P. Davis of No. 250 South Twentieth Street, who attended Mrs. Sayre, reported to-day that the mother and daughter were both well. Dr. Davis attended Mrs. Sayre when her first child was born, and it was to be under his care that she came to the Jefferson Hospital.

Mrs. Sayre was Miss Jessie Woodrow Wilson before her marriage to Mr. Sayre, who is now the assistant to President Garfield of Williams College. Their first child, a son, Francis Woodrow Sayre, was born Jan. 17, 1915, in the White House. The President's first granddaughter, born May 21, 1915, is the child of Mr. and Mrs. William G. McAdoo. She too was named after her grandmother.

Healthy Ways

bring
Happy Days
The way



THE GIRL WHO WORKS AND WINS

How Is She Making Good?

One Who Has Won Gives a Graphic Account of How She Made \$6 a Week Grow Into \$60 a Week by Making Her Brain Work, and She Is Still Striving to Reach the \$5,000-a-Year Goal She Has Set Up for Herself.

By Marguerite Mooers Marshall.

"I made my brain work."

That is the text of the most interesting story of success I have yet received, the story signed "E. B. R." and published in The Evening World to-day. Vividly and with accurate detail this California girl tells how in fifteen years she worked up to a position paying ten times her initial salary; how she scrimped and saved when she was earning \$6 a week (the sum which so many social investigators declare is not a living wage); how she devoted her spare time, not to pleasure, but to study which would fit her for more important work; how, when the opportunity was given her, she advanced the fortunes of others besides herself, and how even yet she is not ready to say, "It is enough."

And I believe that the secret of this girl's rise from \$6 a week to \$60 a week, from tiny cog wheel to the directing force which manipulates a big departmental machine, lies in the fact that while she did her full duty by each job she undertook she always looked over the edge of it to something bigger. As she says herself, she made her brain work. She never allowed herself to become a drudge. She kept her eyes and ears open, her reasoning powers busy, and she realized that to stand still is to go backward.

THE LETTER OF ONE GIRL WHO HAS "ARRIVED."

When The Evening World offered

to pay \$50, \$5 a piece, for the ten best letters from girls who have made good in business, trade or the professions, I hoped to print letters from successful women which would be inspiring and practical. Both adjectives fit "E. B. R.'s" letter, and I should like to receive other communications as interesting from the girls who have "arrived" and for the girls who are just making a start.

"Dear Madam: These are the qualities that were needed for my climb from a stenographer at \$6 a week to a buyer of ladies' apparel at \$60 a week, in fifteen years: Imagination, determination, enthusiasm, cleanliness, courage, efficiency, observation, love of work, belief in self, and a goal."

"I graduated from the Polytechnic High School in San Francisco fifteen years ago. A business education of four years made me well equipped to fare into the world, so I thought. I soon found that experience was necessary before I could reach the goal I was after. The sudden death of my mother shortly after I left school rather upset my idea of a career in San Francisco. It was deemed best by our friends for me to go to Boston, where I could be near my relatives. The thought that there are some in the world who belong to you gives you a surer footing, for you can at least go to them for comfort when the heart is heavy. Being alone will never drive away the blues."

"I soon found a position as a stenographer at \$6 per week, with a well known coffee company. This was when the problem of how to live presented itself. I went to live at a so-called girls' home that accommodated twenty-three girls. No one who made over \$6 a week could remain. If your salary increased you had to seek other quarters. The cost of board, room and laundry was \$3 per week. It of course meant three girls in a room, but your bureau and bed was separate. The girls managed to get congenial room mates, and were very happy. I took my luncheon with me, and was able to walk to and from business. This left me \$1 for incidentals and \$2 a week to save for my yearly wardrobe."

"I made my shirt waists, which were always of white, pink, or linen and strictly tailored. These I had to launder myself. I wore tailored suits that would stand wear, brown or blue. A cheap black always looks shabby in a short time, and never did I indulge in a light suit. I found that good shoes were the cheapest and lasted longest. Gloves I always found at sales. I discovered that hats of the tailored type were most practical, and with these I always looked well dressed—no faded roses or drabbed ribbons to go through a long summer. I loved pretty, dainty clothes, but knew that their life was short and I must buy clothes that would always stand rain or shine."

"I took a free course of salesmanship at the Woman's Educational Union, giving every spare evening to the study of efficiency. Within a year I had the opportunity I was seeking with the coffee company. The position offered \$10 per week and all expenses. I had to travel throughout New England, making arrangements for the coffee to be served at church socials and fairs. The experience was of greatest value to me in gaining self-confidence."

LEARN'S SALESMANSHIP AND BECOMES A TEACHER.

"I studied all my spare time on educational salesmanship, and later took a course in salesmanship by correspondence. After a while I found I was able to write on the subject, and many of my articles were published. This was all an incentive to try for a bigger field, and after three years I started on the real climb."

"I applied for a position as teacher of salesmanship in one of Boston's leading department stores. I was

willing to demonstrate what I felt I could do without salary until I could prove my worth. In two weeks I received my price of \$12 per week. Even then I had not reached my goal. I was out to become a buyer. I heard that the firm needed an assistant buyer for waists. I asked for the chance and got it. I was determined to climb and believed in my ability to do things."

"Advertising was necessary in my position, so I spent my evenings in studying same, and was soon able to write the 'ads.' for the department. My duties were hard, exacting, and required tact to get ahead, as jealousy exists in all large establishments as well as upon the dramatic stage. I observed those who were making good and tried to follow their example in being diplomatic but fair at all times. I made my brain work."

"After four years' work as an assistant buyer the chance to become a buyer was offered me. It brought me to New York, the city of opportunities."

"I soon found a position at \$40 per week carried with it great responsibilities, and holding the position depended on being a money maker for the firm. First I won the confidence of my girls. I made them my co-workers, with the thought always that we were partners in a venture. Our combined efforts would make the profits of the department soar, and that would mean increased salaries for us all. We worked in harmony and success followed."

"I took an extra department each year until I reached the \$3,000 per year. I am not ready to say finished until I win the coveted \$5,000 a year. Many of the girls I have had as assistant buyers are now buying for Western and Eastern houses."

"Cultivate a pleasant speaking voice. If you lack beauty a charming voice will attract and hold. There are no objections to 'rolling stones.' If in the rolling you observe, listen and remember what you see and hear."

"I personally consider that cleanliness is the greatest and most valuable asset for a girl who is tackling the business world, and it is bound to command the respect and the recognition that eventually bring promotion."

"My motto has been, 'He can who thinks he can.'"

"E. B. R."

NEW YORK STRIKES MAKE IT A CITY OF PICKETS AND POLICE

Tailors' Strike Growing, but Employers Refuse State Mediation.

With the bosses sitting tight against their demands, shirtmakers, journeymen tailors and a section of the workers at the National Biscuit factory began their picketing to-day with renewed vigor. The pickets watch the workers and the strike breakers and the police watch the pickets.

In all cases the owners of factories have turned down offers of mediation by the State Labor Department. The shirtmakers have been out for over a month, the tailors not quite a month, and the biscuit workers begin to-day their second week.

The tailors are gaining strength every day, according to Thomas Sweeney, International Secretary of the union. The Merchant Tailors' Society denied that the strike has affected the business in any way, though some customers say there has been unusual delay in delivering spring suits. In some shops the owners themselves have been found working in order to keep the business going.

Officials of the National Biscuit Company, in order to protect the thousands that have remained loyal, are now sending them home in large motor vans. The pickets to the number of 500 were at the factory this morning long before it opened, and at last night's meeting it was decided to keep up the picketing all day.

HUNT MAIL BAG THIEVES.

Post Office Offers \$500 Reward for Capture in Ferry Robbery.

A reward of \$500 each for the arrest and conviction of the person or persons who stole four registered mail pouches from a wagon on the ferry boat Wilkes-Barre on a trip from Jersey City to New York on Feb. 28 was offered yesterday by W. E. Cochran in charge of the Post Office Inspectors of this district.

Inspector Jacobs, with offices in the Post Office Building at Thirty-first Street and Eighth Avenue, has been instructed to take the statements of any one who may have information tending to lead to an arrest.

The circular assures that information will be confidential, and the informer will not be called upon to testify in behalf of the Government unless he consents to become a witness.

The missing bags contained several packages of uncut diamonds.

A Healthful Habit for Children -



Mothers, today, encourage the children to chew gum.

Children, who will grow up to be the great men and women, chew gum. It is a good sign, for it shows a spirit of energy. And a healthful habit, too, if the gum is

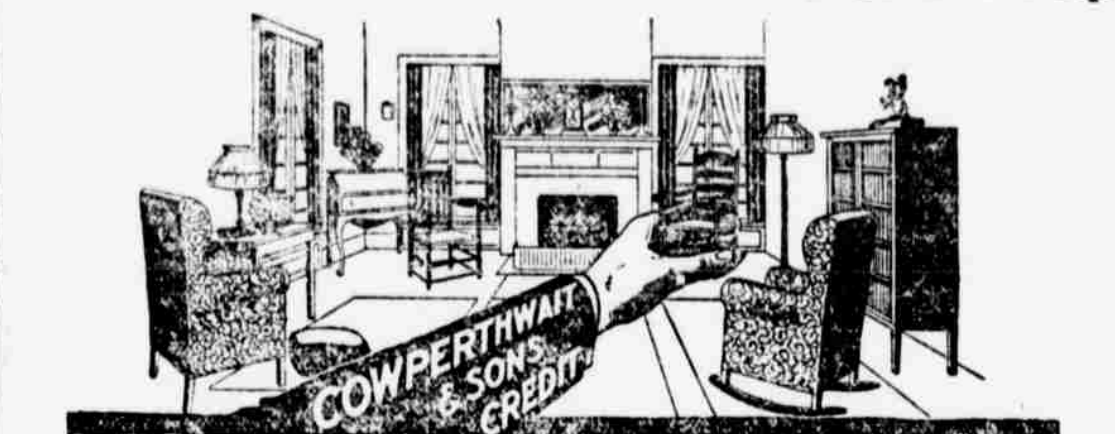
SMITH BROTHERS' S.B. CHEWING GUM

Made with the same flavor and ingredients as the S. B. Cough Drops—famous since 1847. It soothes and eases the throat.

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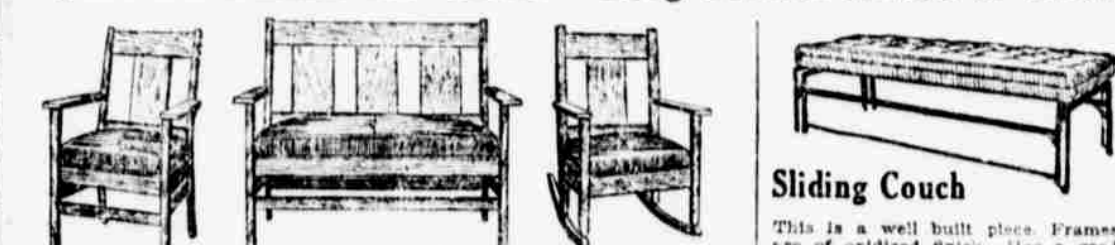
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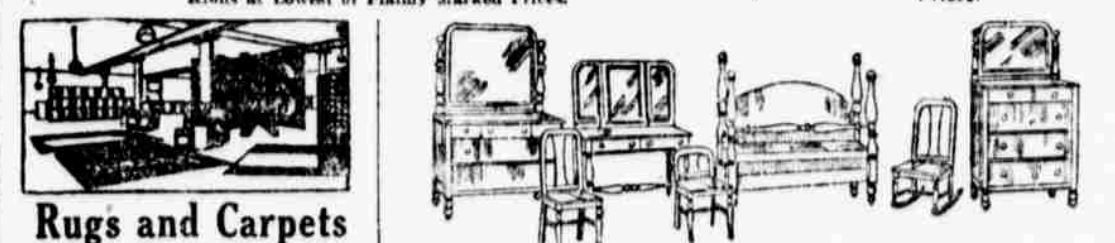
things you want and we'll send them home at once. But our credit terms are only one of many reasons for coming here. You'll find the quality of the goods—the big variety we offer you to choose from and our extremely low prices a pleasant surprise.

Either of our two big stores is well worth a visit. One is at Third Avenue and 121st Street; the other at Park Row and Chatham Square.

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3-Piece Den Set (\$50 Weekly)
These well made pieces come in turned oak and Early English. They have exceptionally fine automobile spring seats, upholstered in real Spanish Brown Leather. Our price only \$27.75



Sliding Couch
This is a well built piece. Frames are of oxidized brass. Has a good mattress, which is divided in the center, so as to be double thickness when used as a single bed. A nice couch in the day time and a dandy bed at night. Price \$33.95

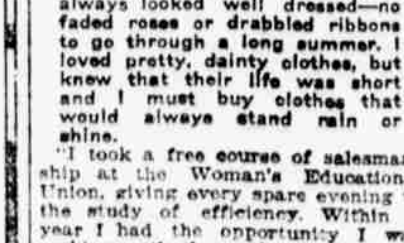


Colonial Bedroom Suite of 7 Pieces
This is an unusually pretty example of the Colonial Period. Solid mahogany. Antique finish. Suite includes: Bed, Chest of Drawers, Dressing Table (with chair to match), regular chest and rocker, wood knobs throughout. Price \$165.00



Attractive Buffet
This substantial Buffet has a quartered oak front, wood knobs, wood base, very pretty grain. Mirror measures 18 in. and is beveled. Price \$26.50 (\$2 Monthly)

Many Styles of Refrigerators
This ice box is of hard wood, oak finish, width 35 in., height 35 in., depth 15 in., brass hardware. Special price \$5.49



Many other styles in Ice Boxes and refrigerators.



Reed Baby Carriage
This well built baby carriage is but one of our many styles in baby carriages. The one illustrated is only \$12.75

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